



SUCCESS STORY

PHILADELPHIA DISTRICT OFFICE

U. S. SMALL BUSINESS ADMINISTRATION

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PHOENIX RISING

August 1993 was a pivotal month in the life of Christian Babin. That's when Christian decided to seek the American Dream and become an entrepreneur. For years, Christian worked as a service manager at Phoenix Mechanical, where he was responsible for estimating projects and directing sales opportunities for the company's commercial HVAC service division. Intrigued by the business management side of the operation, Christian soon realized that he needed to start his own business in order to realize his potential.

Ready for the challenge, Christian formed Media Plumbing and Heating in 1993, and began targeting both residential and commercial customers. As every entrepreneur knows, the formative years of any business can be arduous, and Christian was no exception. Determined not to fail, Christian took a proactive approach and turned to the U.S. Small Business Administration (SBA) for assistance in 2003.

After reviewing Christian's background and experience, the SBA recommended that he apply to become an 8(a) certified disadvantaged business firm. Almost immediately after joining the program, Christian changed the name of his company, Media Plumbing and Heating, to Kinetix to increase the scope of his company's market in the tri-state area.

Kinetix, through its relationship with SBA, has realized increased growth in business and is currently bidding for federal contracting opportunities. Christian attributes much of his company's success to the commitment of the SBA staff in helping him to move his business forward.

Christian is a mentor for the Gary Boone/Big Tone Basketball League, an organization dedicated to providing structured basketball competition in the inner-city. He is also a sponsor of the Sonny Hill Community Involvement Basketball League.

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